

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY LAGOS PRIORITY

C O N F I D E N T I A L STATE 009761

E.O. 11652: N/A

TAGS; BEXP, NI

SUBJECT: SAPELE POWER PROJECT

REF: LAGOS 10258

1. THE FOLLOWING CONFIRMS TELECON BETWEEN D. LU OF USDOC
AND E. LOLLIS OF AMEMBASSY LAGOS:

(A) GENERAL ELECTRIC IS SENDING THREE EXECUTIVES FROM
NEW YORK HEADQUARTERS TO LAGOS TODAY, JANUARY 14, TO MEET
WITH NIGERIAN ELECTRIC POWER AUTHORITY (NEPA) ON SUBJECT
OF FORTHCOMING CONTRACT DECISION FOR THE FOUR 120MW
TURBINE/GENERATORS REPORTED IN REFTEL.

(B) GENERAL ELECTRIC HAS INFORMATION FROM CONFIDENTIAL
SOURCES THAT ITS BID IS BEING DISQUALIFIED ON TECHNICAL
GROUNDS EVEN THOUGH GE BID OF 50 MILLION DOLLARS WAS THE
LOW BID OF THE NINE BIDS RECEIVED AND ALSO WAS DETERMINED
THE LOW EVALUATED BID BY NEPA'S CONSULTANT, MONTREAL
ENGINEERING.

(C) GENERAL ELECTRIC HAS REQUESTED USDOC MEPD TO

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ARRANGE MEETING FOR ITS REPRESENTATIVES (F. KITTREDGE,

R. COLE, AND E. ESPOSITO) WITH THE AMBASSADOR AT THE
EMBASSY ON MORNING OF JANUARY 15, TO BRIEF THE EMBASSY
ON THE G.E. POSITION PRIOR TO ITS MEETING WITH NEPA.
GENERAL ELECTRIC UNDERSTANDS THAT A NEPA BOARD MEETING
IS SCHEDULED FOR JANUARY 17 AT WHICH TIME THE CONTRACT
AWARD WILL BE ANNOUNCED.

(D) WE WOULD APPRECIATE ANY EMBASSY ASSISTANCE TO
GENERAL ELECTRIC IN SUPPORT OF ITS EFFORTS TO SECURE
THIS IMPORTANT CONTRACT. WE LOOK FORWARD RECEIVING
REPORTS ON RESULT OF GE MEETINGS WITH EMBASSY AND NEPA.
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